

# SMALL BUSINESS INNOVATIVE RESEARCH (SBIR) PROGRAM

## OVERVIEW

NAVAIR Small Business Aviation Technology Conference

**Janet McGovern**  
SBIR Program Manager  
November 30, 2006



# Small Business Innovation

## Heartbeat of American Economy

Small businesses employ more than half of the country's private workforce, create three of four new jobs and generate a majority of American innovation

Source: Small Business Administration

- **Most Innovative Sector of the Economy:**

- Small firms hold 41 percent of the Nation's patents;
- Small firm patents are twice as technologically significant as large firm patents;
- Small firms obtain 13 times more patents per employee than large firms.

Source: SBA Office of Advocacy

- **America's Global Competitors are doing it:**

- SBIR and STTR-type programs exist today in Germany, Great Britain, Taiwan, Finland, Sweden, Lithuania, France, China, the Netherlands . . .

- **It's a matter of National Defense:**

- SBIR/STTR firms have been responsible for vital defense-related technologies

***Innovation***

***Intellectual  
Capital***

***Global  
Competition***

***National Security***

# Small Business Innovative Research Program (SBIR)

The SBIR Program provides an entry point for the American small business to transition innovative technologies into defense-related capabilities enhancing National Security

The Department's strategic plan to shift our balance of capabilities over time to adjust to new challenges place special value on innovation, ingenuity, and efficiency – and American small business can provide just that. Specifically, the SBIR program is well suited to this task. It has long been a source of critical material solutions for the warfighter, producing such advancements as Small Arms Protective Insert ceramic plates and handheld speech translation devices used widely in operations in Iraq and around the world.

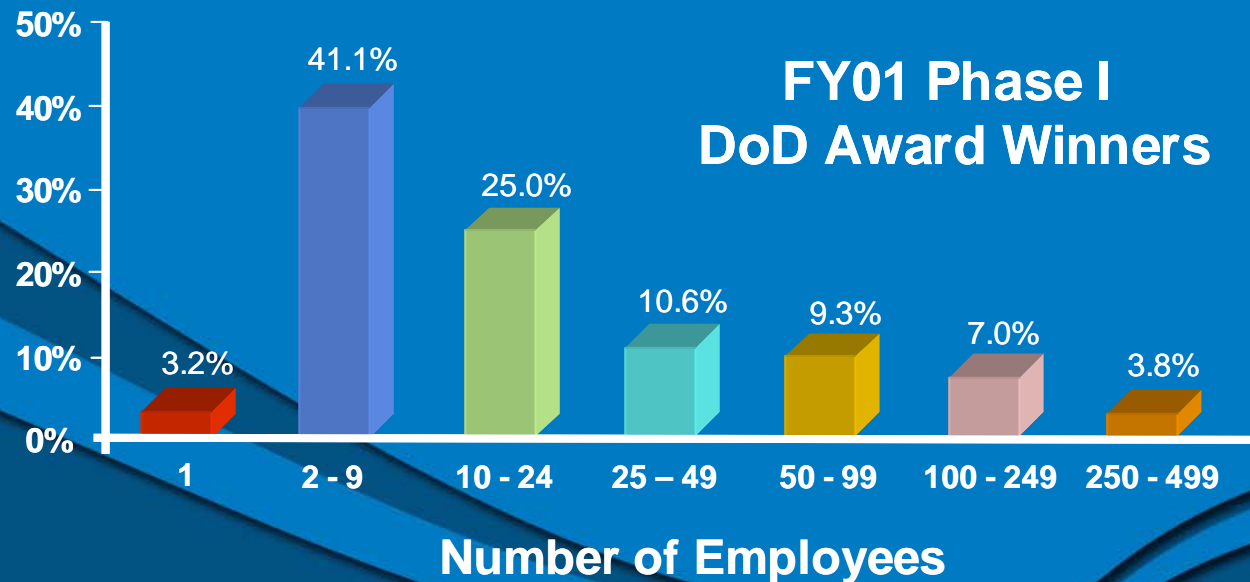
*Letter of Under Secretary of Defense Kenneth Krieg to Senator Snowe, June 30, 2006*

# NAVAIR SBIR Program

## Engaging Small Business

NAVAIR's SBIR Program attracts new Firms from across the country with innovative technological solutions for Naval Aviation

- **SBIR Program is designed to:**
  - Stimulate technological innovation
  - Increase private sector commercialization of Federal R&D
  - Increase small business participation in federally funded R&D
  - Foster participation by minority and disadvantage firms in technological innovation

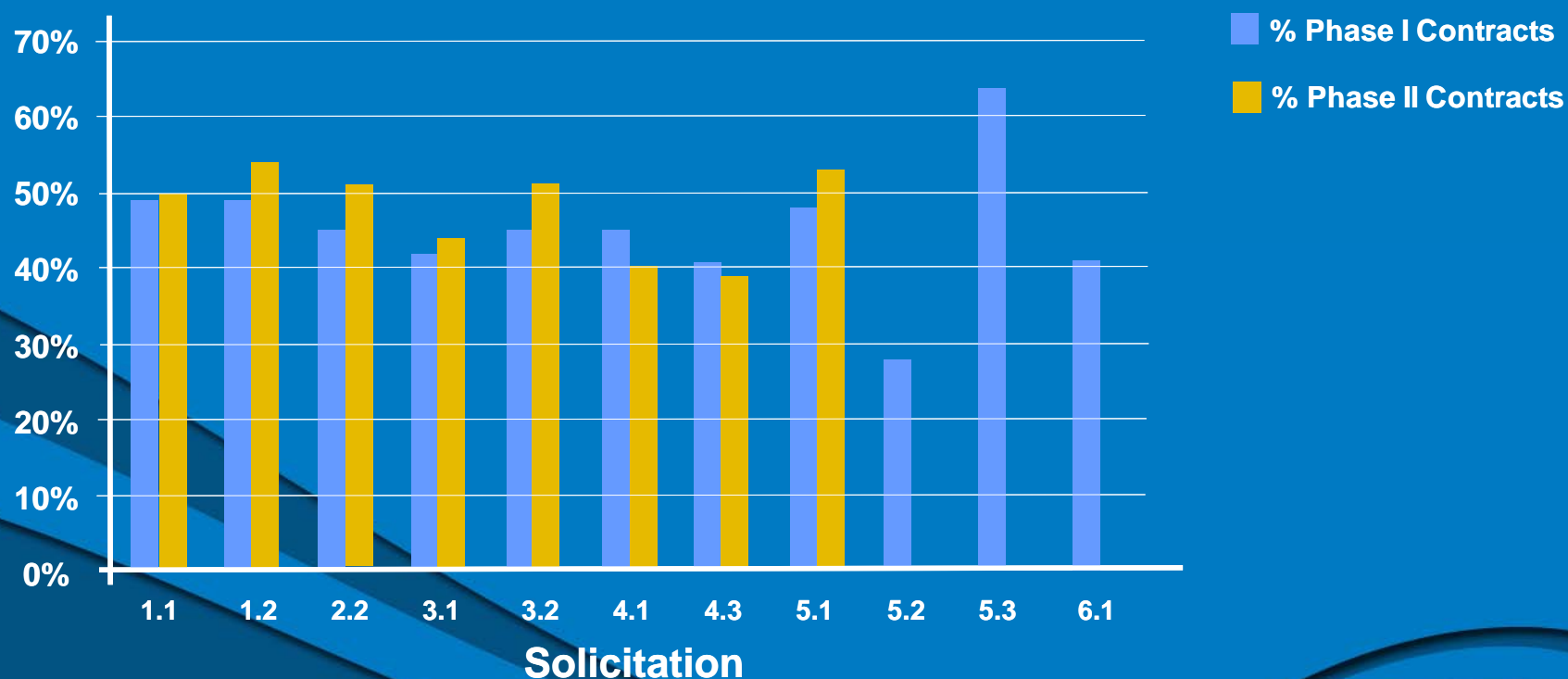


# NAVAIR SBIR Program

## Awards to New Companies

On average, there will be at least one Phase I award to a new company\* for each topic advertised and approximately 45% of all new companies receiving Phase I Award will go on to Phase II

### SBIR Awards to New Companies



\* New companies are companies that have not had a previous NAVAIR SBIR Contract